

OTB DEPARTMENT REPORT
Activity: Class 0053
UserID: 'RAYL'
Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)	EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)
August-00	\$8,631,589	\$1,734,905	\$0	\$24,390	\$0	\$3,021	\$1,494,350	\$8,844,733	\$8,871,030	\$26,297
September-00	\$8,844,733	\$1,581,986	\$0	\$20,897	\$0	\$4,032	\$1,759,694	\$6,642,097	\$8,935,700	\$293,603
October-00	\$8,642,097	\$592,218	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099	\$7,579,459	\$9,353,890	\$1,774,431
November-00	\$7,579,459	\$435,480	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946	\$6,261,726	\$9,875,040	\$3,613,314
December-00	\$6,261,726	\$0	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772	\$3,858,861	\$9,104,530	\$5,245,669
January-01	\$3,858,861	\$0	\$4,031	\$0	\$0	\$2,971	\$1,801,433	\$2,050,426	\$9,012,500	\$6,962,074
February-01	\$9,264,921	\$0	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106	\$9,284,159	\$9,324,000	\$8,943,036
March-01	\$9,326,516	\$0	\$0	\$0	\$0	\$3,243	\$1,801,438	\$9,370,479	\$9,245,000	\$9,245,000
April-01	\$9,373,722	\$0	\$0	\$9,086	\$0	\$2,165	\$1,743,327	\$9,440,653	\$9,378,600	\$9,378,600
May-01	\$9,451,904	\$0	\$0	\$0	\$0	\$3,198	\$1,801,438	\$9,569,508	\$9,458,900	\$9,458,900
June-01	\$9,572,706	\$0	\$31,093	\$12,094	\$0	\$2,356	\$1,743,327	\$9,259,896	\$9,210,020	\$9,210,020
July-01	\$9,305,439	\$0	\$0	\$0	\$0	\$2,642	\$1,801,438	\$9,171,738	\$9,198,000	\$9,198,000
	↑ 120	↑ 121	↑ 122	↑ 123	↑ 124	↑ 125	↑ 126	↑ 127	↑ 128	↑ 129

Figure 1

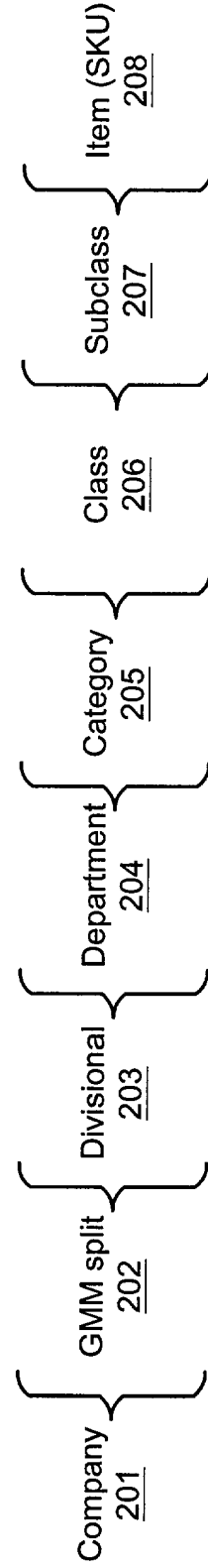


Figure 2

OTB DEPARTMENT REPORT

Activity: Class 0053

UserID: 'RAYL'

Report date: 8/6/2000

Month	Actual		Stat		Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)
	Inventory (dollars)	BOM (dollars)	Inventory (dollars)	BOM (dollars)						
August-00	\$8,631,589		\$8,631,589		\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,022
September-00	\$8,844,733		\$8,874,769		\$1,581,986	\$233,501	\$0	\$20,897	\$0	\$4,032
October-00	\$8,642,097		\$8,905,633		\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109
November-00	\$7,579,459		\$9,250,317		\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875
December-00	\$6,261,726		\$9,420,776		\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054
January-01	\$3,858,861		\$8,236,131		\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971
February-01	\$2,050,426		\$7,948,014		\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391
March-01	\$380,964		\$7,967,252		\$0	\$1,848,645	\$0	\$0	\$0	\$3,243
April-01	\$0		\$8,011,216		\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165
May-01	\$0		\$8,078,147		\$0	\$1,922,240	\$0	\$0	\$0	\$3,198
June-01	\$0		\$8,195,751		\$0	\$1,476,060	\$31,093	\$12,094	\$0	\$2,356
July-01	\$0		\$7,882,940		\$0	\$1,670,380	\$0	\$0	\$0	\$2,642
410	411		412		413	414	415	416	417	418

Figure 4A

	Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)
	\$1,494,350	\$8,844,733	\$8,874,769
	\$1,759,694	\$8,642,097	\$8,905,633
	\$1,683,089	\$7,579,459	\$9,250,317
	\$1,713,946	\$6,261,726	\$9,420,776
	\$2,306,772	\$3,858,861	\$8,236,131
	\$1,801,433	\$2,050,426	\$7,948,014
	\$1,627,106	\$380,964	\$7,967,252
	\$1,801,438	\$0	\$8,011,216
	\$1,743,327	\$0	\$8,078,147
	\$1,801,438	\$0	\$8,195,751
	\$1,743,327	\$0	\$7,892,940
	\$1,801,438	\$0	\$7,749,240
	419	420	421

Figure 4B

Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)
\$8,871,030	\$26,297	-\$3,739	\$176,443
\$8,935,700	\$293,603	\$30,067	\$188,078
\$9,353,890	\$1,774,431	\$103,573	\$131,064
\$9,875,040	\$3,613,314	\$454,264	\$20,712
\$9,104,530	\$5,245,669	\$868,399	\$1,781
\$9,012,500	\$6,962,074	\$1,064,486	\$6
\$9,324,000	\$8,943,036	\$1,356,748	\$0
\$9,245,000	\$9,245,000	\$1,233,784	\$0
\$9,378,600	\$9,378,600	\$1,300,453	\$0
\$9,458,900	\$9,458,900	\$1,263,149	\$0
\$9,210,020	\$9,210,020	\$1,327,080	\$0
\$9,198,000	\$9,198,000	\$1,448,760	\$0
422	423	424	425

Statistical Overstock (dollars)	Statistical Overstock With (dollars)	Statistical Overstock Above MOQ (dollars)
\$2,780,855	\$484,905	\$426,819
\$2,864,784	\$531,986	\$617,647
\$2,673,907	\$357,218	\$210,759
\$2,573,306	\$215,480	\$94,539
\$2,244,494	\$125,289	\$92,350
\$2,406,190	\$87,930	\$46,449
\$2,412,804	\$0	\$0
\$2,369,028	\$0	\$0
\$2,443,946	\$0	\$0
\$2,561,743	\$0	\$0
\$2,298,062	\$0	\$0
\$2,170,372	\$0	\$0
426	427	428

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OTB DEPARTMENT REPORT
Activity: Class 0053
UserID: 'RAYL'
Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)
August-00	\$8,631,589	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021	\$1,494,350
September-00	\$8,874,769	\$1,581,986	\$233,501	\$0	\$20,897	\$0	\$4,032	\$1,759,894
October-00	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099
November-00	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946
December-00	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772
January-01	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971	\$1,801,433
February-01	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106
March-01	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243	\$1,801,438
April-01	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165	\$1,743,327
May-01	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198	\$1,801,438
June-01	\$8,195,751	\$0	\$1,476,060	\$31,093	\$12,094	\$0	\$2,356	\$1,743,327
July-01	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642	\$1,801,438
510	512	513	514	515	516	517	518	519

Figure 5A

EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)	Statistical Overstock Above MOQ with PO (dollars)
\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$176,443	\$2,780,855	\$484,905	\$426,819	\$170,728
\$8,935,700	\$8,935,700	\$293,603	\$30,067	\$188,078	\$2,864,784	\$531,986	\$617,647	\$308,823
\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,673,907	\$357,218	\$210,759	\$117,088
\$9,420,776	\$9,875,040	\$3,613,314	\$454,264	\$20,712	\$2,573,306	\$215,480	\$94,539	\$52,522
\$8,236,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$125,289	\$92,350	\$62,765
\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,406,190	\$87,930	\$46,449	\$25,805
\$7,967,252	\$9,324,000	\$8,943,036	\$1,356,748	\$0	\$2,412,804	\$0	\$0	\$0
\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,784	\$0	\$2,369,028	\$0	\$0	\$0
\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0	\$0	\$0
\$8,195,751	\$9,458,900	\$9,458,900	\$1,263,149	\$0	\$2,561,743	\$0	\$0	\$0
\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,062	\$0	\$0	\$0
\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0	\$0	\$0
521	522	523	524	525	526	527	528	529

Figure 5B

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OTB DEPARTMENT REPORT
Activity: IBS Dept 12 OTB
UserID: 'AP01C'
Report date: 5/5/2001

Fiscal Year	Fiscal Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	PERM Markdown (dollars)	Promo Discount (dollars)	Other Change (dollars)	SRP Change (dollars)	Production Need (dollars)	Change In Total Unfilled Production Need (dollars)
2002	3	\$14,743,015	\$2,557,658	\$0	\$0	\$21,568	\$0	\$0	\$163,322	\$0
2002	4	\$14,071,372	\$2,566,047	\$0	\$316,663	\$91,417	\$0	\$0	\$202,332	\$83,293
2002	5	\$12,470,927	\$5,879,262	\$1,600,224	\$0	\$150,951	\$0	\$0	\$789,079	-\$34,404
2002	6	\$15,559,873	\$1,698,072	\$1,133,130	\$0	\$49,631	\$0	\$0	\$1,956,573	-\$48,889
2002	7	\$12,497,152	\$561,180	\$1,957,469	\$0	\$59,185	\$0	\$0	\$699,698	\$0
2002	8	\$11,273,057	\$1,055,532	\$2,401,040	\$0	\$10,756	\$0	\$0	\$0	\$0
2002	9	\$11,858,582	\$353,820	\$3,767,586	\$0	\$13,369	\$0	\$0	\$0	\$0
2002	10	\$12,787,073	\$353,820	\$3,914,370	\$0	\$28,868	\$0	\$0	\$0	\$0
2002	11	\$11,286,697	\$353,820	\$3,132,084	\$0	\$763	\$0	\$0	\$0	\$0
2002	12	\$12,119,963	\$250,140	\$2,912,406	\$0	\$0	\$0	\$0	\$0	\$0
2003	1	\$11,732,325	\$0	\$1,987,760	\$0	\$0	\$0	\$0	\$0	\$0
2003	2	\$11,076,576	\$0	\$2,558,016	\$0	\$0	\$0	\$0	\$0	\$0

Figure 6A

All Stores Sales (dollars)	All Stores Revenue Budget (dollars)	Inventory at End (dollars)	Present Inventory Budget (dollars)	Actual OTB (dollars)	Stat OTB (dollars)	Lost Sales (dollars)	Total Unfilled Production Need (dollars)	Statistical Overstock (dollars)	Available Statistical Overstock Above MOQ (dollars)
\$2,973,852	\$2,816,928	\$14,071,372	\$14,000,000	-\$71,372	-\$71,372	\$206,608	\$0	\$1,203,852	\$0
\$3,639,373	\$2,432,167	\$12,470,927	\$12,200,000	-\$270,927	-\$270,927	\$80,258	\$83,293	\$839,028	\$0
\$3,416,106	\$2,517,575	\$15,559,873	\$15,800,000	\$1,360,097	\$240,127	\$42,402	\$48,889	\$521,969	\$0
\$3,838,831	\$2,905,285	\$12,497,152	\$12,200,000	\$3,030,506	-\$297,152	\$128,337	\$0	\$320,984	\$0
\$2,983,861	\$1,936,876	\$11,273,057	\$11,400,000	\$4,563,880	\$126,943	\$77,950	\$0	\$220,897	\$0
\$2,860,291	\$1,976,235	\$11,858,582	\$12,000,000	\$6,950,446	\$141,418	\$284,635	\$0	\$18,984	\$0
\$3,179,547	\$3,399,624	\$12,787,073	\$13,000,000	-\$10,646,522	\$212,927	\$151,491	\$0	\$1,003	\$0
\$5,739,698	\$6,804,840	\$11,286,697	\$11,500,000	\$11,146,522	\$213,303	\$63	\$0	\$59	\$0
\$2,651,875	\$1,956,154	\$12,119,963	\$12,300,000	\$12,080,000	\$180,037	\$24	\$0	\$24	\$0
\$3,550,184	\$2,724,119	\$11,732,325	\$11,900,000	\$11,735,000	\$167,675	\$28	\$0	\$0	\$0
\$2,643,510	\$0	\$11,076,576	\$11,300,000	\$11,251,000	\$223,424	\$27	\$0	\$27	\$0
\$2,632,780	\$0	\$11,001,811	\$11,300,000	\$11,279,990	\$298,189	\$0	\$0	\$0	\$0

Figure 6B